1964 INDEX - BURROUGHS CLEARING HOUSE

BANK MANAGEMENT

CORRESPONDENT BALANCES: HARDEST WORKING DEPOSITS ..... JANUARY
Ed Tyng, New York Correspondent

A CORPORATE TREASURER VIEWS BANK RELATIONSHIPS ..... FEBRUARY
Emory Williams, Treasurer,
Sears, Roebuck and Co., Chicago, Illinois

BANKING RIDES PROFIT BOOM ..... FEBRUARY
Lester Mason, Senior Associate Editor

NEW DEVELOPMENT: A BANK CORPORATE FINANCE OFFICER ..... APRIL
Allen Morgan, President,
The First National Bank of Memphis, Memphis, Tennessee

BANKER "REPAYS" A TOWN — IN ANNUAL INSTALLMENTS ..... APRIL
Joseph Dabney

BYRON LEYDECKER — YOUNG MAN IN A HURRY ..... APRIL
Sidney P. Allen, San Francisco, California

"ACTION" METAMORPHOSIS OF A CENTURY-OLD BANK ..... JUNE
Sidney P. Allen, San Francisco, California

MAIN STREET BANKING IN SMALL TOWN, U.S.A. ..... JUNE
Horace Dunagan, Jr., President,
First State Bank of Caruthersville, Caruthersville, Missouri

FLASHBACK . . . A "ROOKIE" PRESIDENT REVIEWS FIRST YEAR ..... JULY
Robert K. Landrum, President,
Wood County Bank, Parkersburg, West Virginia

RESEARCH CITES FACTORS BEHIND BANK STAGNATION ..... JULY
Lyle A. Whitledge, Vice-President,
Bank of Indiana, Gary, Indiana

FACING UP TO TODAY'S COUNTRY BANK PROBLEMS ..... AUGUST
Edward M. Norman, President,
The First National Bank of Clarksville, Clarksville, Tennessee

NEEDED IN BANKING: IMPROVED LONG-RANGE PLANNING PROGRAMS . . SEPTEMBER
Dr. Edward Crosby, Assistant Comptroller,
United California Bank, Los Angeles, California

ANALYZING THE ATTRIBUTES OF SUCCESSFUL BANK DESIGN ..... NOVEMBER
Hal Morris, West Coast Correspondent

OPERATING—PERSONNEL

THE CHANGING PATTERN OF BANKING EDUCATION ..... MARCH
Stetson B. Harman, Chairman, Banking Education Committee,
American Bankers Association; Vice-President and Senior Trust Officer,
The First National Bank of Oregon, Portland, Oregon

A NEW ERA FOR NABAC OPERATIONS RESEARCH ..... APRIL
Arthur Van Vlissingen

NEW TRENDS IN BANKING'S ONRUSH TO AUTOMATION ..... AUGUST
Harry V. Odle, Editor, and C. B. Axford, Correspondent

A BANK WOMEN'S GROUP THAT "GROWED & GROWED" ..... OCTOBER
Charles M. McCurry, Assistant Vice-President and Personnel Manager,
Valley National Bank, Phoenix, Arizona

KEYS TO RECRUITING FINANCIAL PERSONNEL . . . . . OCTOBER
Hal Morris, West Coast Correspondent

PROS AND CONS: OFFICER STATUS FOR BANK WOMEN? . . . . . DECEMBER
Al Griffin, Midwest Correspondent

COIN SHORTAGE CAUSES — AND A BANKER'S SOLUTION . . . . . DECEMBER
C. W. Fishbaugh, Cashier, The Security Trust and Savings Bank,
Shenandoah, Iowa

ORGANIZED BANKING LAUNCHES NATIONWIDE "CALLING ALL COINS" CAMPAIGN . . . . . DECEMBER

HONING BANKER ABILITY TO SPEAK AND TO WRITE . . . . . DECEMBER
Louis C. Fink, Assistant Vice-President,
Trust Company of Georgia, Atlanta, Georgia

NEW BUSINESS—PUBLIC RELATIONS

WOMAN'S TOUCH FILLIPS THE BANKING BUSINESS . . . . . JANUARY
Tom Hils

SHOTPUT CHAMP MAKES "PITCH" FOR SAVINGS-AND-LOAN GROUP . . . . . JANUARY
Hal Morris, West Coast Correspondent

USING THE TELEPHONE TO RING UP BANK BUSINESS . . . . . FEBRUARY
A. C. Griffin, Detroit, Michigan

FINANCE BECKONS: COME TO THE FAIR! . . . . . MARCH
Lester Mason, Senior Associate Editor

HISTORICAL COLLECTION: AN UNUSUAL BANK SERVICE . . . . . MARCH
Hal Morris, West Coast Correspondent

A "LIFE" STORY OF INCENTIVE AT WORK . . . . . MARCH
Harry V. Odle, Editor

UNVEILING IDEAS BY A BANK OPENING SPECIALIST . . . . . APRIL
Hal Morris, West Coast Correspondent

CUSTOMER ANALYSIS SERVES AS COUNTRY BANK "COMPASS" . . . . . MAY
William C. Gordon, Jr., Vice-President,
Farmers Savings Bank, Marshall, Missouri

WHY THE STRONG COMEBACK OF BANK RADIO ADVERTISING? . . . . . MAY
Ralph R. Kasten, Vice-President in Charge of Advertising,
First National Bank, Skokie, Illinois

GIRARD'S MAJOR EMPHASIS ON COMMUNITY PROMOTION . . . . . JUNE
Robert H. Wilson, Vice-President,
Girard Trust Bank, Philadelphia, Pennsylvania

A "TOTAL APPROACH" TO COMMUNITY DEVELOPMENT . . . . . JULY
J. C. Whitehead, Jr., President,
The Bank of Tupelo, Tupelo, Mississippi

RATED TOPS: BANKING'S OLDEST PRESS CONFERENCE . . . . . JULY
Ed Tyng, New York Correspondent

A CREDIT CARD OPERATION THAT'S HIT THE JACKPOT . . . . . SEPTEMBER
Sidney P. Allen, San Francisco, California

BIG ENIGMA: THE CONCEPT OF "MARKETING" IN BANKING . . . . . SEPTEMBER
Gordon J. Hoener, Public Relations Officer,
Granite City Trust and Savings Bank, Granite City, Illinois

CREDIT—LOANS—INVESTMENTS

RURAL AREA BENEFITS AS TREE CROP COMES OF AGE . . . . . FEBRUARY
John M. Condren, President,
City Savings Bank and Trust Company, DeRidder, Louisiana

WHY THE FASHION TREND TOWARD BANK DEBENTURES? . . . . . FEBRUARY
Ed Tyng, New York Correspondent

WORKING TOGETHER TO MEET TODAY'S FARM CREDIT NEEDS ..... MARCH
Lindley Finch, Vice-President and Agriculture Consultant,
Continental Illinois National Bank and Trust Company of Chicago

HARD FACTS ABOUT CREDIT AND COLLECTION LOSSES ..... APRIL
K. V. White, Columbus, Ohio

THE BROADENING HORIZONS FOR MORTGAGE INVESTMENTS..... MAY
Lester Mason, Senior Associate Editor

HELPING FARM YOUTH VIA GUARANTEED LOANS..... JULY
Eleanor Headlee, Assistant Vice-President,
First National Bank of Arizona, Phoenix, Arizona

THE MILITARY POLICY ON SERVICEMEN'S DEBTS ..... OCTOBER
Arthur M. Hodges, Security Bank,
Butte, Montana

SYSTEMS—RECORDS—COSTS

COMPUTER SELECTS BONDS FOR PARTIAL REDEMPTIONS ..... FEBRUARY
Alvin J. Bosgang, Electronic Research Officer,
The Chase Manhattan Bank, New York, New York

THOSE "TRAVELING SALESMEN" OF THE NEW YORK FEDERAL RESERVE . . . MARCH
Ed Tyng, New York Correspondent

PAYING OFF: A STEP-BY-STEP APPROACH TO AUTOMATION ..... MAY
Marcelle W. Farrington

BILLION DOLLAR SPECIALTY: SECURITY DEALER CLEARANCE ..... AUGUST
Frederick Gidge, Vice-President,
Manufacturers Hanover Trust Company, New York City

MODERNIZED CONCEPT OF BANK AUDITING'S ROLE..... AUGUST
William H. Anderson, General Auditor,
The First Pennsylvania Banking and Trust Company, Philadelphia, Pennsylvania

ON-PREMISE CHECK IMPRINTING AIDS CO-OP AUTOMATION ..... OCTOBER
Jerome Block

SOME CLUES ON DETECTING BOGUS FISCAL DOCUMENTS..... NOVEMBER
Harry E. Neal, Assistant Chief,
U. S. Secret Service

SCANNING NEW FRONTIERS IN THE OPERATIONS AREA ..... NOVEMBER
Lester Mason, Senior Associate Editor

USE OF ONE SENTENCE MANAGEMENT CONTROLS ..... DECEMBER
Frank Loomis Beach, CPA,
Bank Consultant, Long Beach, California

INTERNATIONAL BANKING

FOCAL POINT OF INTERNATIONAL FINANCE ..... JANUARY
James Joll, London Correspondent

CHECK SERVICE SEEN FOR TRUSTEE SAVINGS BANKS ..... MARCH
James Joll, London Correspondent

INCREASED BRITISH USE OF CREDIT TRANSFERS ..... JUNE
James Joll, London Correspondent

THE PACE QUICKENS IN U.S. BANKING'S EXPANSION ABROAD..... AUGUST
Ed Cowan, New York, New York

HOW THE JAPANESE TRADING COMPANIES CAN ASSIST BANKS
AND BUSINESSMEN..... SEPTEMBER

BOOM IN U.S. FINANCING OF JAPANESE WORLD TRADE ..... SEPTEMBER
Ed Tyng, New York Correspondent

NEW SHORING OF WORLD MONETARY UNDERPINNINGS ..... OCTOBER
Ed Tyng, New York Correspondent

BANKING'S INTERNATIONAL ACTIVITY HITS A NEW PEAK ..... DECEMBER
Ed Tyng, New York Correspondent

SPECIAL ARTICLES

THE '64 OUTLOOK FOR FINANCIAL LEGISLATION . . . . . JANUARY
Ephraim Kahn, Washington Correspondent

RAISING STANDARDS IN THE SECURITIES INDUSTRY . . . . . JANUARY
Lester Mason, Senior Associate Editor

PONDERING THE PROBLEMS OF INDEPENDENT BANKING . . . . . MAY
Harry V. Odle, Editor

THE SPACE-MISSILE BOOM PUTS BANKING IN ORBIT . . . . . JUNE
William H. Dial, President,
The First National Bank at Orlando, Orlando, Florida

THE FDIC'S AGGRESSIVE AND ARTICULATE MR. BARR . . . . . JUNE
Ephraim Kahn, Washington Correspondent

CONVENTION PREVIEW . . . . . SEPTEMBER
Charles H. Brownell, Associate Editor

NOTHING TO FEAR BUT FEAR! . . . . . SEPTEMBER
Donald Davenport

BANKERS IN POLITICS . . . . . OCTOBER
Lester Mason, Senior Associate Editor

PORTRAIT OF A 75-YEAR-OLD PROGRESSIVE CONSERVATIVE . . . . . OCTOBER
Arthur Van Vlissingen

A. B. A. CONVENTION . . . . . NOVEMBER
The Editors

TRIBULATIONS OF A TRAVELER IN CASHING BANK CHECKS . . . . . NOVEMBER
Dr. Russel Voorhees, Ciudad Victoria, Mexico

CHANGING PATTERN OF THE SAVINGS AND LOAN BUSINESS . . . . . DECEMBER
Harry V. Odle, Editor

REGULAR FEATURES

WASHINGTON VIEWPOINT . . . . . MONTHLY

CANADIAN . . . . . MONTHLY
James Montagnes

COURT DECISIONS . . . . . MONTHLY
Frederick C. Fiechter, Jr.

THE LIGHTER SIDE . . . . . MONTHLY

NEWS AND IDEAS . . . . . MONTHLY

THE BOOKLET COUNTER . . . . . MONTHLY

THE PERSONALITY SPOTLIGHT . . . . . MONTHLY

TRENDS IN FINANCE . . . . . MONTHLY

INTERNATIONAL . . . . . MONTHLY

PRODUCTS AND SERVICES . . . . . MONTHLY

DIRECTOR CLUTCHBILL
Fred Copeland

A Clutchbill Loan Skims On Thin Ice . . . . . February
Director Clutchbill Opens A Safe Deposit Box . . . . . April
Mr. Clutchbill Seeks A Sweet Profit For The Bank . . . . June
Director Clutchbill Hits A Golden Jackpot. . . . . August
Ferndale National's Fate Rests On Shifting Winds . . . . October
Director Clutchbill Bags An Elusive Proxy. . . . . December

Published by: Burroughs Corporation
6071 Second Avenue
Detroit 32, Michigan

Printed in U.S. America

BPA